GOVERNMENT OF INDIA
COMMUNICATIONS AND INFORMATION TECHNOLOGY
LOK SABHA

UNSTARRED QUESTION NO:1200
ANSWERED ON:08.12.2004
NEW FRANCHISE POLICY
Nishad Shri Mahendra Prasad

Will the Minister of COMMUNICATIONS AND INFORMATION TECHNOLOGY be pleased to state:

(a) whether the Bharat Sanchar Nigam Limted has announced a new franchise policy;

(b) if so, the details thereof;

(c) whether the territory for this purpose will again be redrawn;

(d) if so, whether the pre-paid dealers are being given preference in selecting territory;

(e) if so, whether the B.S.N.L. is likely to get more revenue from the post-paid dealers;

(f) if so, the reasons for not giving preferences to post-paid dealers in selecting the territory; and (g) the time by which the new franchise policy is likely to be implemented in Uttar Pradesh?

Answer

THE MINISTER OF STATE IN THE MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY (DR. SHAKEEL AHMAD)

(a) Yes, Sir.

(b) The SSAs are divided in three categories `A`, `B` & `C` depending upon the total available capacity of 5 lakhs and above, 2 lakhs to 5 lakhs and less than 2 lakhs respectively. One franchisee is to be appointed in a well defined geographical area for every 50,000, 40,000 and 30,000 capacity in type `A`, type `B` and type `C` SSAs respectively. The existing dealers/distributors whose performance is satisfactory, are proposed to be offered to migrate into new franchisee policy. The new franchisee will be allowed to sell basic telephones, cellular telephones (post paid and pre paid both), Internet services, IN services and all type of cash cards. For remaining areas, bids are proposed to be invited. The period of agreement with a franchisee will be two years.

(c) Yes, Sir.

(d) Both the existing pre-paid dealer (distributor) and post paid dealer (distributor) are given preference in selecting the newly define franchisee territory as per the defined procedure.

(e) There will be no separate dealers for pre-paid and post paid cellular services.

(f) Equal preference is given to both pre-paid and post-paid dealers in selecting the territory under new franchisee policy.

(g) The new franchisee policy is expected to be implemented in Uttar Pradesh by March, 2005.